

New York State Energy Research and Development Authority

Green Jobs – Green New York January 2017 Monthly Update

Period ending January 31, 2017

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Program Description

Green Jobs – Green New York (GJGNY) provides funding for energy assessments, low-cost financing for energy upgrades, and technical and financial support to develop a clean energy workforce. GJGNY is a statewide effort to strengthen communities through energy efficiency and uses constituency-based organizations to support program outreach in underserved communities. GJGNY enables New Yorkers to make a significant difference in homes, businesses and neighborhoods—making them more comfortable, more sustainable, and more economically sound. GJGNY is administered by NYSERDA and made available by the [Green Jobs – Green New York Act of 2009](#).

1 Workforce Development

GJGNY supports a broad range of education and training programs aimed at creating an experienced green collar workforce. This workforce will have the relevant skills and credentials needed to support New York State’s growing clean energy economy. The workforce training programs help meet the demand for energy efficiency and renewable energy measures and technologies. Through public-private partnerships, Workforce Development Programs fund the development and delivery of cutting-edge training programs, and provide financial support to those who wish to pursue new career training, professional certifications and critical on-the-job training.

1.1 Training Program Updates

Clean Energy Technical Training

Through January 2017, NYSERDA’s GJGNY training partners trained over 3,846 individuals in courses including solar thermal installation, introductory photovoltaic training, advanced air sealing, pressure diagnostics, BPI Basic Air Sealing and Insulation, oilheat technology, and thermography. The vast majority of NYSERDA’s GJGNY-funded training partnership agreements concluded by December 31, 2015.

2 Outreach and Events

GJGNY Outreach and Marketing provides for community-based outreach, enabling one-on-one assistance with the process of participating in the GJGNY Program. This, combined with both print and electronic statewide marketing initiatives, increases the reach of the program, particularly among disadvantaged populations and those not traditionally participating in energy-efficiency programs.

2.1 Outreach Activities

Constituency-based organizations (CBOs) continue to assist customers to access the Home Performance with ENERGY STAR program (HPwES) offered through Green Jobs-Green New York. Through January 2017, CBOs are responsible for 7,305 completed assessments resulting in 2,356 completed retrofits. Approximately 57 percent of those retrofits were for Assisted HPwES customers who have a household income of up to 80 percent of the county median income, which is the target market for CBOs.

Figure 2-1. CBO Percentage of GJGNY Completed Assessments.

Figure 2-1 provides percentages of GJGNY residential assessment completions by quarter that were initiated by CBOs versus other sources, such as home performance contractors or online searches.

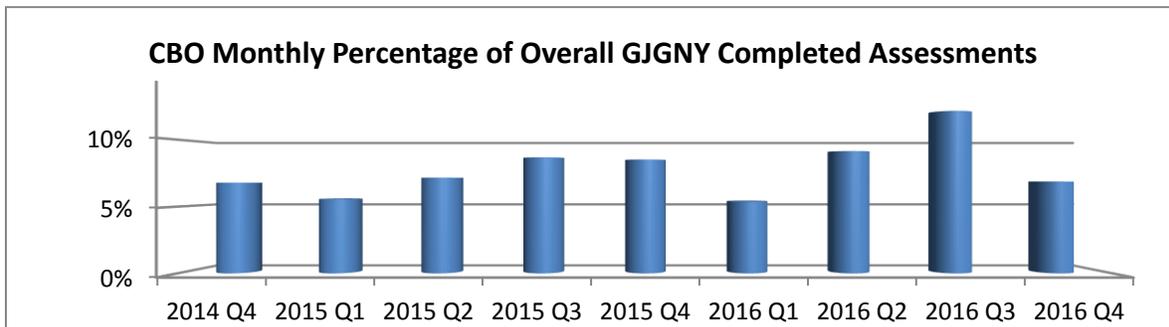


Figure 2-2. CBO Percentage of GJGNY Unit Completions.

Figure 2-2 provides percentages of project (by number of units) completions by quarter that were initiated by CBOs.

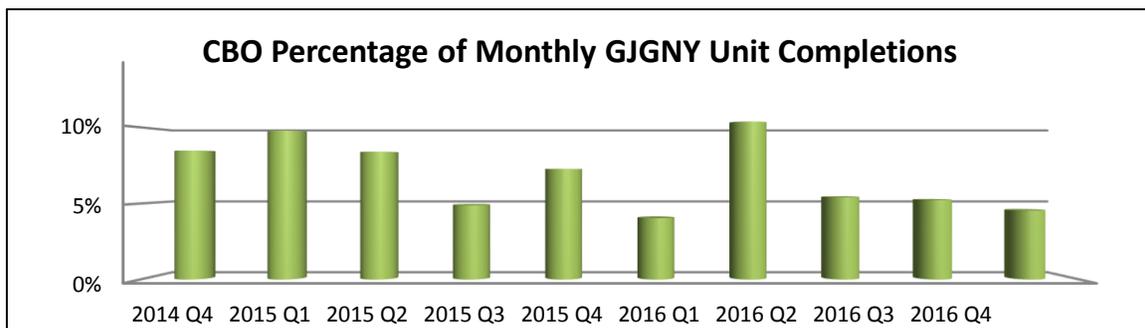
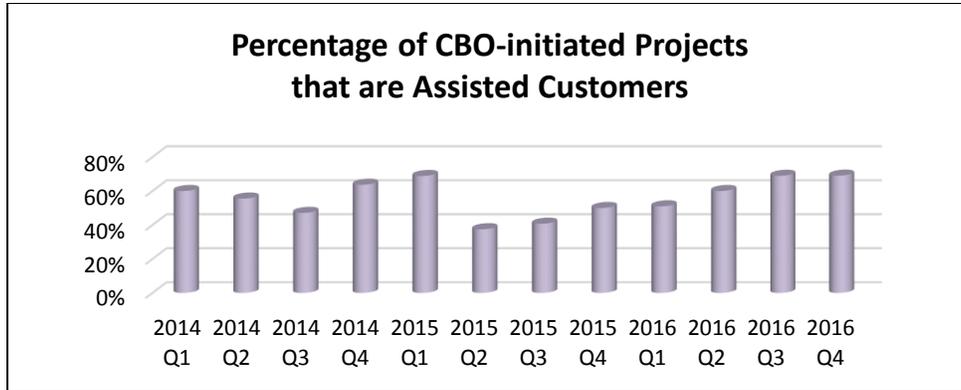


Figure 2-3. Percentage of CBO-initiated Projects that are for Assisted Customers.

Figure 2-3 provides percentages of CBO-initiated project completions for Assisted Home Performance customers by quarter.



CBO Events and Activities

CBOs participated in several events and meetings throughout January, providing program information to a variety of audiences across the state.

- PathStone conducted six outreach sessions at several community gatherings in the greater Rochester area. In early spring, PathStone plans to conduct monthly workshops throughout the region while continuing to attend health and job fairs organized by other entities to reach rural markets that match their target demographic.
- El Puente hosted or attended a total of four outreach events throughout several neighborhoods in Brooklyn. The organization reports that it has begun to reach out to owners of commercial spaces such as local shopping centers regarding future tabling opportunities. Additionally, El Puente is in the midst of several social media outreach campaigns to spread awareness of efficiency among its followers online.
- Neighborhood Housing Services of Jamaica attended the State of the Borough address, which had approximately 250 individuals in attendance. Additionally, the organization conducted a door-to-door outreach campaign in the Elmhurst and Corona neighborhoods. The initiative targeted one-to-four family homeowners and resulted in approximately five dozen leads.
- PUSH Buffalo held three outreach events throughout the greater Buffalo area, two of which coincided with small business administration meetings and a wellness fair in Erie County.

Additional Outreach

- In recent months, PathStone has taken the initial steps towards creating its own aggregation pilot in coordination with the City of Rochester. The CBO has agreed with the city to serve as the initial intake point for its rehabilitation and emergency repair grant program. Pathstone is optimistic that a significant portion of these clients will be interested in and eligible for the HPwES program.
- Adirondack North Country Association (ANCA) has begun planning for outreach activities to be conducted in libraries throughout the North Country in the spring. Additionally, the CBO has been performing outreach workshops at a regional junior high school that has resulted in nearly two dozen

households applying to NYSERDA energy efficiency programs. Assisted HPwES continues to gather leads through its homeownership informational website. ANCA conducted several outreach events with municipalities (City of Cohoes) as well as a community solar presentation organized by NYSERDA's Max Joel.

- Sustainable South Bronx conducted outreach at several community board meetings in January, working closely with the Bronx Borough President's Office to continue to leverage the trust of local elected officials in the community.
- In the Mid-Hudson Region, RUPCO has continued to rely on its strong relationships with key partners including the local utility (Hudson Gas & Electric) as well as Energize NY and Mid-Hudson EDGE program staff. RUPCO also made use of social media outreach, publishing nearly a dozen posts that were viewed by almost six hundred constituents.

3 One- to Four-Family Residential Buildings Program

GJGNY provides home assessments and financing to support energy efficiency and renewable energy improvements to one-to-four family homes.

NYSERDA's Home Performance with ENERGY STAR® (HPwES) program offers homeowners in New York State a comprehensive approach to improving energy efficiency and home comfort while saving money. Participating Building Performance Institute (BPI) Gold Star contractors conduct energy assessments and upgrades. Income-qualified homeowners are eligible for additional incentives to make energy improvements.

The GJGNY loan also supports deployment of solar photovoltaic (PV) through the NY-Sun program, solar thermal (hot water) systems, and certain wood and pellet stove replacements through Renewable Heat NY.

3.1 Home Performance with ENERGY STAR® Assessments

Through January 2017, from the 139,639 approved assessment applications, 107,327 (77 percent) assessments have been completed. In the month of January, 1,430 free/reduced-cost comprehensive home energy assessment applications were received. The Program-to-date conversion rate from assessment to energy retrofit is 30 percent. The conversion rate for the period between January 2016 and January 2017 was 38 percent. The average cycle time between assessment completion to project completion is 81 days.

Table 3-1. Home Performance with ENERGY STAR Assessments.

Table 3-1 provides HPwES monthly and cumulative assessment figures.

| Timeframe | CBO Initiated since 11/1/11 ^a | GJGNY Totals since 11/15/10 ^b | |
|---|--|--|--------|
| Received Audit Applications | | | |
| December | 90 | 1,430 | |
| Program to Date | 11,163 | 145,873 | |
| Average # of Applications Received per Month | 174 | 1,958 | |
| Approved Audit Applications | | | |
| Free | | | |
| December | 96 | 1,377 | |
| Program to Date | 10,827 | 129,300 | |
| Reduced Cost | | | |
| December | 9 | 148 | |
| Program to Date | 595 | 10,339 | |
| Total Approved Audit Applications | 11,422 | 139,639 | |
| Average # of Applications Approved Per Month | 178 | 1,874 | |
| Scheduled Audits | | | |
| Scheduled Audits as of End of Current Month | 101 | 5,727 | |
| Completed Audits^c | | | |
| Goal: (77,500-Audits) | Free | | |
| | December | 71 | 1,321 |
| | Program to Date | 6,914 | 99,681 |
| | Reduced Cost | | |
| | December | 3 | 76 |
| | Program to Date | 391 | 7,646 |
| Total Completed Audits | 7,305 | 107,327 | |
| Audit Funds Invoiced to Date | | | |
| ^a Round 2 CBO production as of 6/1/2012. ^b GJGNY totals since 11/15/10 are inclusive of CBO initiated activities. ^c Reported data includes all audits offered through the Residential Free/Reduced-Cost Energy Audit Program. In mid-2016, NYSERDA began using CEF funds for audits in CEF electric utility territories. | | | |

3.2 Home Performance with ENERGY STAR® Projects

Of the 31,922 projects completed through HPwES resulting from a GJGNY assessment and/or GJGNY financing, 11,120 (35 percent) projects are associated with income-qualified customers who have a household income of up to 80 percent of the county median income.

In January 2017, there were 616 HPwES project completions, of which 546 (89 percent) were associated with a GJGNY assessment or loan. Forty-nine percent of the January GJGNY HPwES project completions were for income-qualified customers who have a household income of up to 80 percent of the state or county median income.

Table 3-2. Home Performance with ENERGY STAR Projects.

Table 3-2 provides HPwES monthly and cumulative project figures.

| Timeframe | CBO Initiated since 11/1/11 | GJGNY Totals since 11/15/10 ^a | HPwES Totals since 11/15/10 ^b |
|--|--------------------------------|---|--|
| Projects Contracted | | | |
| To Date | 2,470 | 31,072 | NA |
| Completed Projects/Units^c | | | |
| Assisted | | | |
| Month | 16 / 24 | 269 / 269 | 298 / 298 |
| Program to Date | 1128 / 1340 | 10,675 / 11,120 | 17,410 / 18,039 |
| Market Rate | | | |
| Month | 4 / 4 | 277 / 277 | 318 / 318 |
| Program to Date | 1103 / 1016 | 20,601 / 20,802 | 25,670 / 25,925 |
| Total Completed Projects/Units (Project Goal: 25,000) | 2231 / 2356 | 31,276 / 31,922 | 43,080 / 43,964 |

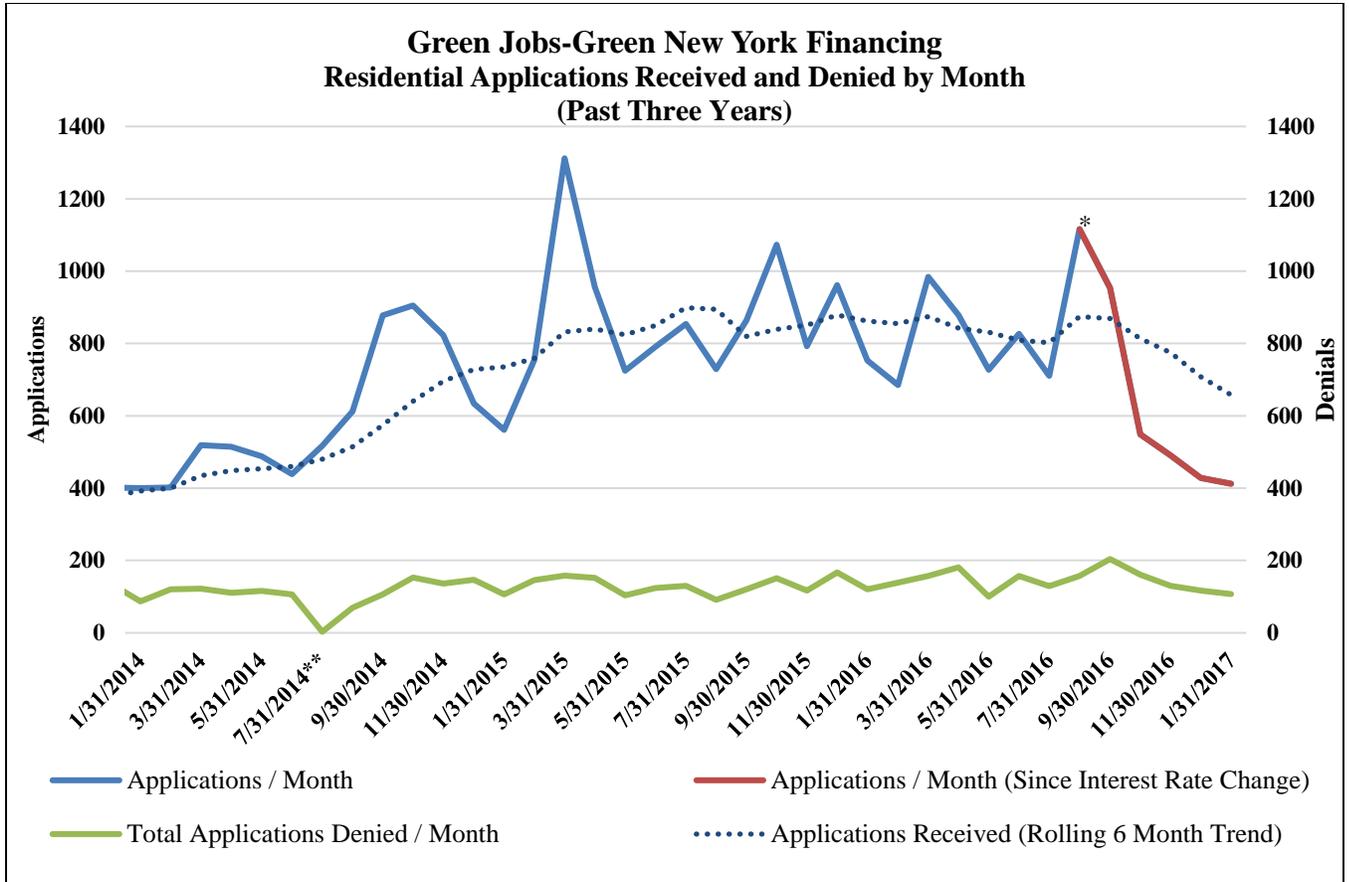
^a Projects completed resulting from a GJGNY Audit and/or GJGNY Financing.

^b Total HPwES including GJGNY Projects.

^c Projects completed and units served resulting from GJGNY.

Figure 3-1. Green Jobs–Green New York Financing Residential Applications Received vs. Percent Denied, Monthly, for Prior Three Year Period

Figure 3-1 illustrates the number of applications received vs. percent denied for GJGNY loans, monthly, for the prior three years.



*Denotes deadline for applications that were submitted before tiered interest rate took effect.

**Reductions in July 2014 denials is due to revised underwriting criteria which allowed previously denied applications to be rescreened and qualify.

3.3 One- to Four-Family Residential Buildings Financing

GJGNY provides two loan options for consumers: On-Bill Recovery (OBR) loans, which enable customers to make payments through their utility bills; and Smart Energy loans, unsecured loans that are paid back directly to NYSERDA's loan servicing contractor. Both loans offer expanded credit qualification criteria (Tier 2) enabling some applicants who would not qualify for a loan based on more traditional criteria (Tier 1) to qualify for GJGNY loans.

As of January 31, 2017, 19,148 Residential GJGNY Loans have been issued to date, comprising of 13,075 Home Performance with Energy Star® (HPwES) loans, 6,049 Photovoltaic (PV) loans, 11 Solar Thermal (ST) loans and 13 Renewable Heat NY (RHNY) loans. Of the 19,148 total loans issued, 16.0 percent are Tier 2 customers, representing 15.4 percent of the total funds, while 84.0 percent are Tier 1 customers representing 84.6 percent of the funds.

Of the 13,075 HPwES loans issued to date, 32.9 percent are for Assisted HPwES customers, representing 24.6 percent of the total funds; while 67.1 percent are for Market Rate customers representing 75.4 percent of the total funds; 16.9 percent are Tier 2 customers, representing 16.1 percent of the total funds, while 83.1 percent are Tier 1 customers representing 83.9 percent of the funds. Of the loans issued for Assisted HPwES customers, 70.5 percent are Tier 1 loans, while 29.5 percent are Tier 2.

Since the launch of On-Bill Recovery, 25.1 percent of the Assisted HPwES customers who access financing use OBR Loans, while 32.8 percent of the Market Rate HPwES customers who access financing use OBR Loans; 25.9 percent of Tier 2 customers use OBR Loans while 31.1 percent of Tier 1 customers use OBR Loans.

Of the 6,049 PV loans issued to date, 52.1 percent are OBR Loans and 86.0 percent are Tier 1 customers. 30 of these PV loans also have an Affordable Solar incentive.

Table 3-3. Green Jobs–Green New York Financing Details.

Table 3-3 provides cumulative details of the Green Jobs–Green New York financing program. EE= energy efficiency only. PV = PV only. EE & PV = a loan incorporating both energy efficiency and PV. RH = renewable heat (pellet or wood stoves).

| GJGNY Loan Type | Applications Received (Number)* | Applications Approved (Number) | Loans Closed (Number) | Loans Closed (Dollars) | Loans Awaiting Closing (Number) | Loans Awaiting Closing (Dollars) |
|-------------------------------|---------------------------------|--------------------------------|-----------------------|------------------------|---------------------------------|----------------------------------|
| EE Smart Energy Loan | | 12,577 | 9,450 | \$87,362,665 | 507 | \$4,333,367 |
| EE On-Bill Recovery Loan | | 6,047 | 3,625 | \$40,543,716 | 64 | \$2,017,481 |
| Total | 28,456 | 18,624 | 13,075 | \$127,906,382 | 571 | \$6,350,848 |
| PV Smart Energy Loan | | 3,616 | 2,874 | \$47,806,481 | 258 | \$4,362,929 |
| PV On-Bill Recovery Loan | | 4,215 | 3,146 | \$54,288,449 | 262 | \$4,598,859 |
| Total | 9,673 | 7,831 | 6,020 | \$102,094,930 | 520 | \$8,961,788 |
| EE & PV Smart Energy Loan | | 47 | 22 | \$402,089 | 2 | \$24,473 |
| EE & PV On-Bill Recovery Loan | | 72 | 7 | \$151,050 | 2 | \$31,958 |
| Total | 290 | 119 | 29 | \$553,139 | 4 | \$56,430 |
| RHNY Smart Energy Loan | | 17 | 12 | \$159,037 | 1 | \$2,026 |
| RHNY On-Bill Recovery Loan | | 4 | 1 | \$13,445 | 0 | \$0 |
| Total | 38 | 21 | 13 | \$172,482 | 1 | \$2,026 |
| ST Smart Energy Loan | | 11 | 9 | \$64,039 | 0 | \$0 |
| ST On-Bill Recovery Loan | | 2 | 2 | \$11,510 | 0 | \$0 |
| Total | 13 | 13 | 11 | \$75,549 | 0 | \$0 |
| Grand Total | 38,470 | 26,608 | 19,148 | \$230,802,482 | 1,096 | \$15,371,092 |

*Applicants are not required to choose loan type (Smart Energy vs On-Bill Loan) at time of application, therefore only total applications are shown.

Table 3-4. Green Jobs–Green New York Financing Summary.

Table 3-4 provides a cumulative summary of Smart Energy Loan and On-Bill Recovery Loan activity.

| Financing Summary | Smart Energy | | | On-Bill Recovery | | |
|--|---------------|--------------|-------------|------------------|--------------|------------|
| | Tier 1 | Tier 2 | Total | Tier 1 | Tier 2 | Total |
| Loans Closed | 10,296 | 2,071 | 12,367 | 5,791 | 990 | 6,781 |
| Value | \$113,942,276 | \$21,852,035 | 135,794,311 | \$81,393,593 | \$13,614,577 | 95,008,171 |
| Average Loan* | \$11,067 | \$10,551 | \$10,980 | \$14,055 | \$13,752 | \$14,011 |
| Average Term | 13.3 Years | 14 Years | 13.5 Years | 14.7 Years | 14.8 Years | 14.7 Years |
| 2.99% | N/A | | | 14.40% | 9.70% | 13.71% |
| 3.49% | 84.64% | 81.51% | 84.12% | 85.41% | 89.90% | 86.06% |
| 3.99% | 14.65% | 17.82% | 15.18% | | | |
| 4.99% | 0.22% | 0.24% | 0.23% | 0.09% | 0.10% | 0.09% |
| 5.49% | 0.09% | 0.19% | 0.11% | N/A | | |
| 5.99% | N/A | 0.24% | 0.04% | N/A | 0.30% | 0.04% |
| 6.49% | N/A | 0.00% | 0.00% | N/A | | |
| 6.99% | 0.24% | N/A | 0.20% | 0.09% | 0.07% | |
| 7.49% | 0.07% | N/A | 0.06% | N/A | | |
| 7.99% | 0.09% | N/A | 0.07% | 0.02% | 0.01% | |
| 8.49% | 0.00% | N/A | 0.00% | N/A | | |
| *Average Loan Amount for borrowers with Assisted Home Performance projects is \$7,318. | | | | | | |
| NOTE: Black fill for a particular interest rate denotes that rate is not available for that loan type and/or tier. | | | | | | |

Figure 3-2. Green Jobs–Green New York Financing Loans Issued by Type, Monthly.

Figure 3-2. Green Jobs–Green New York Financing Loans Issued by Type, Monthly.

Figure 3-2 illustrates the rate of loans issued for GJGNY Smart Energy Loans and GJGNY On-Bill Recovery Loans, by month.

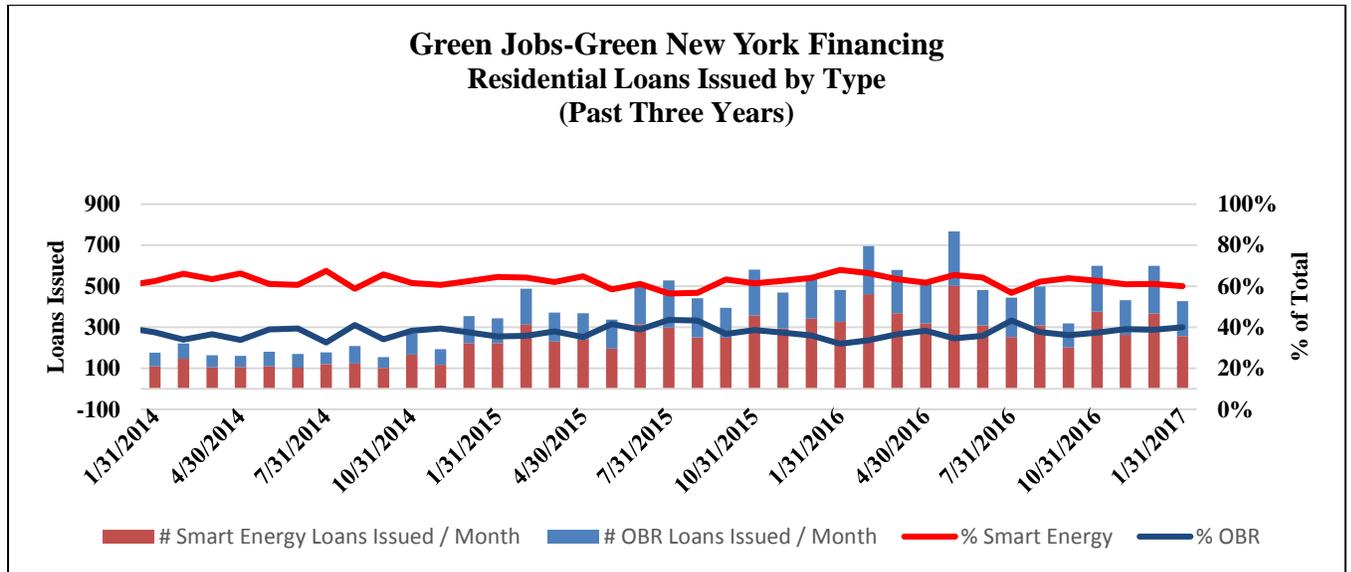


Figure 3-3. Green Jobs–Green New York Financing Loans Issued by Tier, Monthly.

Figure 3-3 illustrates trends in GJGNY loans issued, distinguished between Tier 1 and Tier 2 loans, by month.

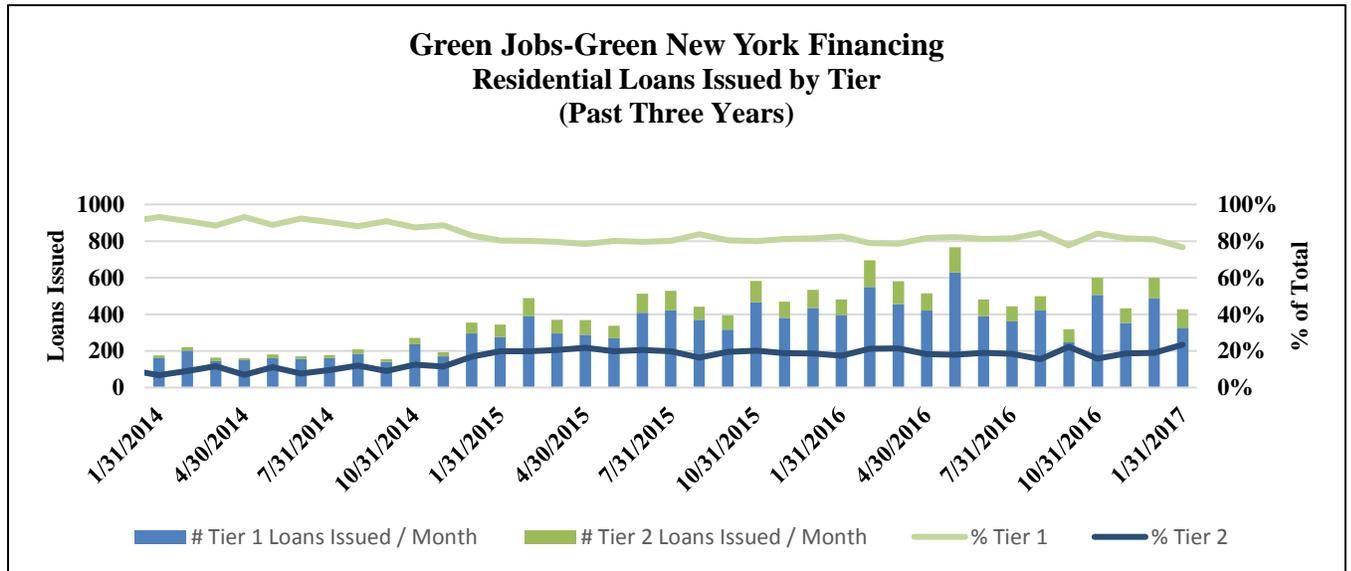
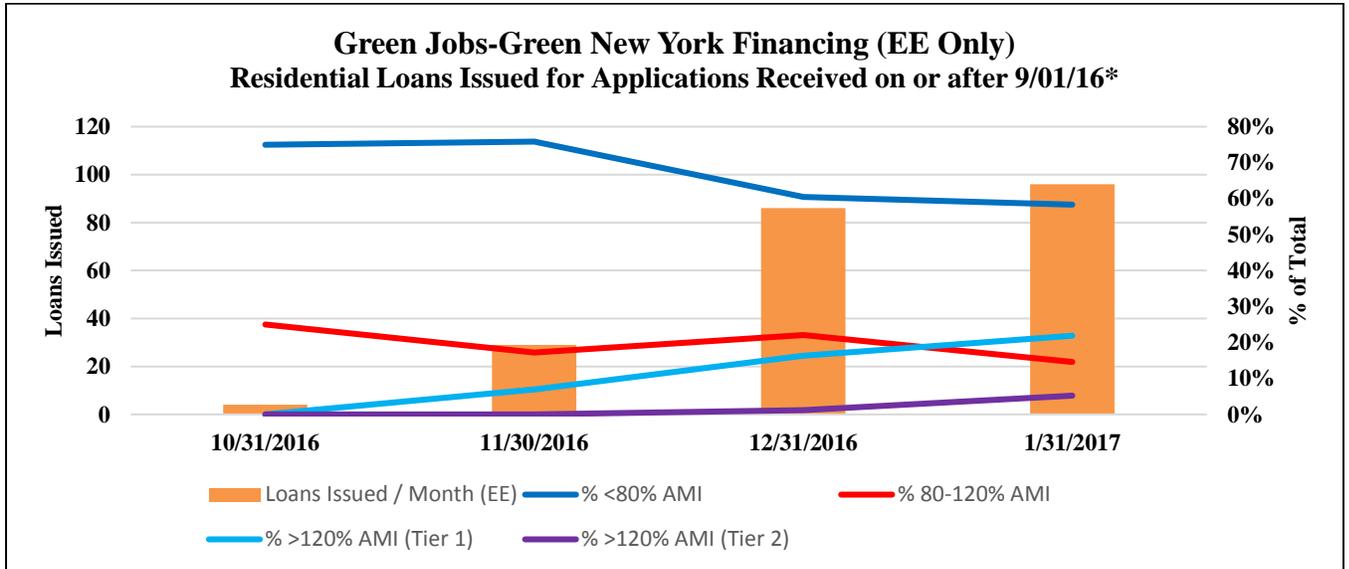


Figure 3-4. Green Jobs–Green New York Financing Residential Loans Issued, Energy Efficiency Only, Monthly

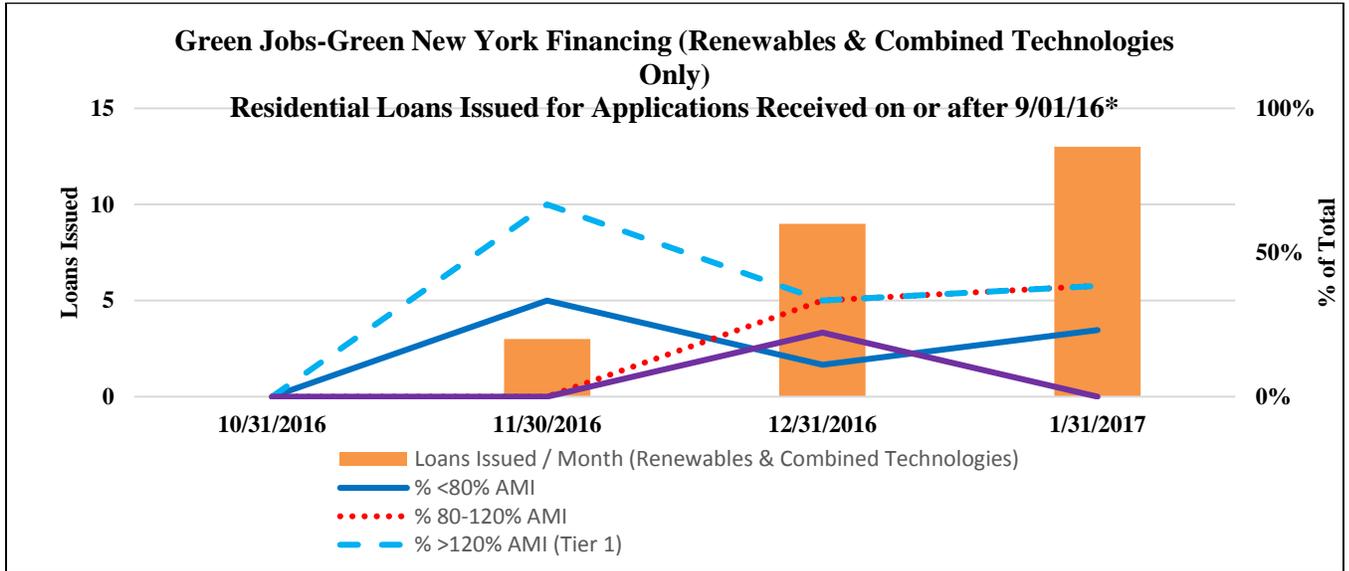
Figure 3-4 illustrates the number of Energy Efficiency loans issued, where the application was first submitted on or after September 1, 2016. Also shown is the percentage of the total that each household income group comprises.



* AMI = Area Median Income, which is the greater of the State or County Median Income. Households with incomes greater than 120% AMI are further grouped by underwriting Tier, with different interest rates applying to each group.

Figure 3-5. Green Jobs–Green New York Financing Residential Loans Issued, Renewables and Combined Technologies, Monthly

Figure 3-5 illustrates the number of Renewables and Combined Technology loans issued, where the application was first submitted on or after September 1, 2016. Also shown is the percentage of the total that each household income group comprises. The relatively small number of loans issued to date for this subset of loans should not be used to interpret future performance.



*AMI = Area Median Income, which is the greater of the State or County Median Income. Households with incomes greater than 120% AMI are further grouped by underwriting Tier, with different interest rates applying to each group.

4 Multifamily Energy Performance Portfolio

NYSERDA offers a portfolio of programs and incentives for owners, facility managers, developers, and condo/co-op boards of multifamily buildings with five or more units in New York State. NYSERDA’s programs make it easier to assess, fund, implement, and measure energy efficiency upgrades that improve building performance and save money.

4.1 Multifamily Energy Performance Assessments

Through January 2017, from the 333 approved assessment applications, 304 (91 percent) assessments have been completed.

Table 4-1. Multifamily Energy Performance Assessments.

Table 4-1 provides Multifamily Performance monthly and cumulative assessment figures.

| Metric | January | | | Cumulative | | | |
|---|--------------------|---------------------|---------------|--------------------|---------------------|---------------|--------------|
| | Affordable Housing | Market Rate Housing | Monthly Total | Affordable Housing | Market Rate Housing | Program Total | Budget/ Goal |
| Received Assessment Applications | 0 | 0 | 0 | 193 | 140 | 333 | |
| Approved Assessment Applications | 0 | 0 | 0 | 193 | 140 | 333 | 500 |
| Assessment Funds Encumbered (\$) | 0 | 0 | 0 | 2,342,960 | 1,120,987 | 3,463,947 | |
| Assessment Funds Invoiced (\$) | 0 | 0 | 0 | 1,291,100 | \$694,930 | 1,986,030 | 3,000,000 |
| Completed Assessments | 0 | 0 | 0 | 170 | 134 | 304 | 400 |
| Number of Projects Withdrawing from MPP after Assessment* | 0 | 0 | 0 | 17 | 29 | 46 | |

*MPP Projects must achieve a minimum of 15 percent in energy savings. Projects may choose to proceed outside MPP. Some may choose smaller work scopes which will not achieve program standard and thus not be eligible for MPP and some may elect to access utility incentives. If energy efficiency projects are completed, building owners that have an authorized assessment would still be eligible to apply for GJGNY financing.

4.2 Multifamily Energy Performance Projects

Through January 2017, the Multifamily Energy Performance Program has completed 32,894 housing units with installed measures. Of those units with installed measures, 15,539 (47 percent) are associated with affordable housing.

Table 4-2. Multifamily Energy Performance Projects.

Table 4-2 provides Multifamily Performance monthly and cumulative project figures.

| Metric | January | | | Cumulative | | |
|---|--------------------|---------------------|---------------|--------------------|---------------------|-----------------|
| | Affordable Housing | Market Rate Housing | Monthly Total | Affordable Housing | Market Rate Housing | Program Total |
| Projects in Pipeline* | 0 | 0 | 0 | 193 | 140 | 333 |
| Projects Contracted to have Measures Installed | 0 | 0 | 0 | 193 | 140 | 333 |
| Households Associated with Projects Contracted | 0 | 0 | 0 | 32,785 | 32,817 | 65,602 |
| Projects with Installed Measures (units) | 0 | 0 | 0 | 15,539 | 17,355 | 32,894 |
| kWh Savings of Installed Measures | 0 | 0 | 0 | 13,810,878.6 | 4,103,148.2 | 17,914,027 |
| MMBtu Savings of Installed Measures | 0 | 0 | 0 | 198,280.1 | 177,455.9 | 375,736 |
| Dollar Savings of Installed Measures | 0 | 0 | 0 | \$9,611,178.24 | \$7,147,540.00 | \$16,758,718.24 |
| *Projects that receive GJGNY-supported assessments and/or financing may also receive incentives through the System Benefits Charge (SBC), Energy Efficiency Portfolio Standard (EEPS), Regional Green House Gas Initiative (RGGI), and/or utility programs, such that the projects' energy savings may not all be attributable solely to GJGNY. | | | | | | |

4.3 Multifamily Energy Performance Financing

As of January 2017, the Multifamily Performance Program has closed 22 loans with a total value of \$12,099,798. NYSERDA’s share of that total loan value is \$3,834,685.

Table 4-3. Multifamily Energy Performance Financing.

Table 4-3 provides Multifamily Performance monthly and cumulative financing figures.

| Loan Status | January | | | Cumulative | | |
|-----------------------------------|---------|-----------------------------------|------------------|------------|-----------------------------------|------------------|
| | Number | NYSERDA Share of Total Loan Value | Total Loan Value | Number | NYSERDA Share of Total Loan Value | Total Loan Value |
| Participation Agreements Approved | 0 | \$0 | \$0 | 22 | \$3,834,685 | \$12,099,798 |
| Loans Closed | 0 | \$0 | \$0 | 22 | \$3,834,685 | \$12,099,798 |

5 Small Commercial Energy Efficiency Program

NYSERDA’s Small Commercial Energy Efficiency Program offers financial and technical assistance to help small businesses improve their energy efficiency and reduce their energy costs. This program offers free assessments and two low-interest loan options to finance energy efficiency projects. The first one is On-Bill Recovery Financing, which makes it possible for small businesses and nonprofits to use the savings on their energy bills to pay for their energy efficiency upgrades. The second one is the Participation Loan, where NYSERDA partners with lenders across New York State to help small businesses and nonprofits access low-interest financing for energy efficiency improvements by providing a share of the loan principle at a low interest rate. In addition, eligible small business and not-for-profit customers participating in NYSERDA’s NY-Sun Solar PV Incentive Program can now access low-interest GJGNY financing to install solar PV systems of up to 200 kW.

5.1 Small Commercial Energy Efficiency Assessments

Through January 2017, the Small Commercial Energy Efficiency Program has received 4,508 assessment applications. Of those received applications, 4,203 (93 percent) have resulted in completed assessments. The assessment program closed in December 2016, but eligible applicants can receive cost-shared assessments via NYSERDA’s FlexTech program. NYSERDA will create and issue a measure package in 2018, which will include an outreach component.

Table 5-1. Small Commercial Energy Efficiency Assessments.

Table 5-1 provides Small Commercial Energy Efficiency monthly and cumulative assessment figures.

| Metric | January | | | Program Cumulative | | |
|---|---------|-------|---------------|--------------------|-------|---------------|
| | GJGNY | ARRA* | Monthly Total | GJGNY | ARRA* | Program Total |
| Received Assessment Applications | 0 | 0 | 0 | 3,574 | 934 | 4,508 |
| Completed Assessments | 60 | 0 | 60 | 3,354 | 849 | 4,203 |
| *The GJGNY Act of 2009 restricts the provision of GJGNY-funded energy assessments to small business and not-for-profit organizations with 10 employees or less. American Recovery and Reinvestment Act of 2009 (ARRA) funds were used for eligible small business and not-for-profit organizations that have more than ten employees. ARRA funding expired on September 30, 2013. | | | | | | |

5.2 Small Commercial Energy Efficiency Projects

Through January 2017, the Small Commercial Energy Efficiency Program estimates 1,849 project completions as a result of GJGNY funded assessments.

Table 5-2. Small Commercial Energy Efficiency Projects.

Table 5-2 provides an estimate of Small Commercial Energy Efficiency monthly and cumulative project figures.

| Metric | January | GJGNY Program Cumulative |
|--|---------|--------------------------|
| Estimated Projects Completed* | 26 | 1849 |
| *The 2015 Small Commercial Energy Efficiency Program Impact Evaluation found that 44 percent of the energy savings recommended through program audits were reported to be implemented. Estimated projects completed are inclusive of those that used ARRA funds referenced in Table 5-1 above. | | |

5.3 Small Commercial Energy Efficiency Financing

Through January 2017, the Small Commercial Energy Efficiency Program has closed 57 loans with a total value of \$2,789,615. NYSERDA’s share of that total loan value is \$1,731,278.

Table 5-3. Small Commercial Energy Efficiency Financing.

Table 5-3 provides Small Commercial Energy Efficiency monthly and cumulative financing figures.

| Loan Status | January | | | Program Cumulative | | |
|--|----------|-----------------------------------|--------------------|--------------------|-----------------------------------|--------------------|
| | Number | NYSERDA Share of Total Loan Value | Total Loan Value** | Number | NYSERDA Share of Total Loan Value | Total Loan Value** |
| Applications Approved* | | | | | | |
| Participation Loans | 3 | \$63,183 | \$136,006 | 127 | \$2,601,412 | \$5,559,761 |
| On-Bill Recovery | 1 | \$50,000 | \$50,000 | 78 | \$2,485,305 | \$3,172,161 |
| Loans Closed | | | | | | |
| Participation Loans | 0 | \$0 | \$0 | 27 | \$868,998 | \$1,844,416 |
| On-Bill Recovery | 2 | \$44,634 | \$48,047 | 30 | \$862,280 | \$945,199 |
| Total | 2 | \$44,634 | \$48,047 | 57 | \$1,731,278 | \$2,789,615 |
| The Small Commercial Energy Efficiency Financing Program has 13 participating lenders. | | | | | | |
| * Customer applications are assessed for both Participation Loan and On-Bill Recovery Loan eligibility prior to approval. Approved application values are inclusive of loans that have moved forward to closure. | | | | | | |
| **The total loan value represents the total value of the loan issued by the lender to the borrower. The total loan value may include financing for non-energy efficiency projects. NYSERDA's share of the total loan value represents 50% of the total energy project cost or \$50,000, whichever is less. | | | | | | |

6 Evaluation

The overarching goals of Evaluation are to provide objective and credible information that supports optimum program operation and outcomes, as well as program accountability. Three major types of evaluation are implemented for the GJGNY program. Process evaluation provides information to support program operations by addressing program efficiency and effectiveness, satisfaction and barriers to participation, among other issues. Impact evaluation provides information to help understand actual program impact and improve energy impact estimates, including economic, environmental, and non-energy benefits; in doing so it supports program accountability. Market evaluation also provides information to support program operations and accountability by characterizing and assessing target markets for programs.

Evaluation Activities Currently Underway

An evaluation of the GJGNY Jobs impacts is nearing completion. This study is designed to update the GJGNY Jobs analysis that was conducted in 2013. Phase 1 of this study involved primary data collection via telephone and web-based surveys of various GJGNY market actors. Phase 2 included an update to the 2013 macroeconomic assessment of indirect jobs. The final report, including results of Phases 1 and 2, is in the final stages of review. NYSERDA will strive to finalize this evaluation in February 2017.